

Appendix II

MARKET DEVELOPMENT COOPERATORS

Listed below are the non-profit, forest products associations, called cooperators, that participate in the Foreign Agricultural Service's market development programs.

American Forest & Paper Association (AF&PA)

1111 19th Street, NW
Suite 800
Washington, D.C. 20036
Phone: (202) 463-2700
Fax: (202) 463-2787
<http://www.afandpa.org>

Betsy Ward, Executive Director,
Wood Products International

Overseas Offices: Beijing, China; Hong Kong; Tokyo,
Japan; Mexico City, Mexico; Seoul, South Korea.

American Hardwood Export Council (AHEC)

1111 19th Street, NW
Suite 800
Washington, D.C. 20036
Phone: (202) 463-2700
Fax: (202) 463-2787
<http://www.ahec.org>

Michael Snow, Executive Director

Overseas Offices: Hong Kong; Osaka, Japan; Seoul,
Korea; Tsimshatsui, Mexico City, Mexico; London,
United Kingdom.

APA - The Engineered Wood Association (APA-TEWA)

7011 South 19th Street
P.O. Box 11700
Tacoma, WA 98466-5399
Phone: (253) 565-6600
Telex: 32 7430 AMPLY TAC
Fax: (253) 565-7265
<http://www.apawood.org>

Ed Elias, Director, International Marketing Division

Overseas Offices: Hamburg, Germany; Tokyo, Japan;
Mexico City, Mexico; London, United Kingdom.

Southern Forest Products Association (SFPA) and Southern Pine Council (SPC)

P.O. Box 641700
Kenner, LA 70064-1700
Phone: (504) 443-4464
Fax: (504) 443-6612
Telex: 756854 SFPA UD
<http://www.sfpa.org>
<http://www.southernpine.org>

Jerry Hingle, Manager, International Marketing

Overseas Offices: Tokyo, Japan; Mexico City, Mexico;
London, United Kingdom; Madrid, Spain.

Softwood Export Council (SEC)

520 S.W. 6TH Avenue, Suite 810
Portland, OR 97204-1514
Phone: (503) 248-0406
Fax: (503) 224-0402
<http://www.softwood.org>

Craig Larsen, President

Overseas Offices: Tokyo, Japan; Mexico City, Mexico;
London, United Kingdom; Madrid, Spain.